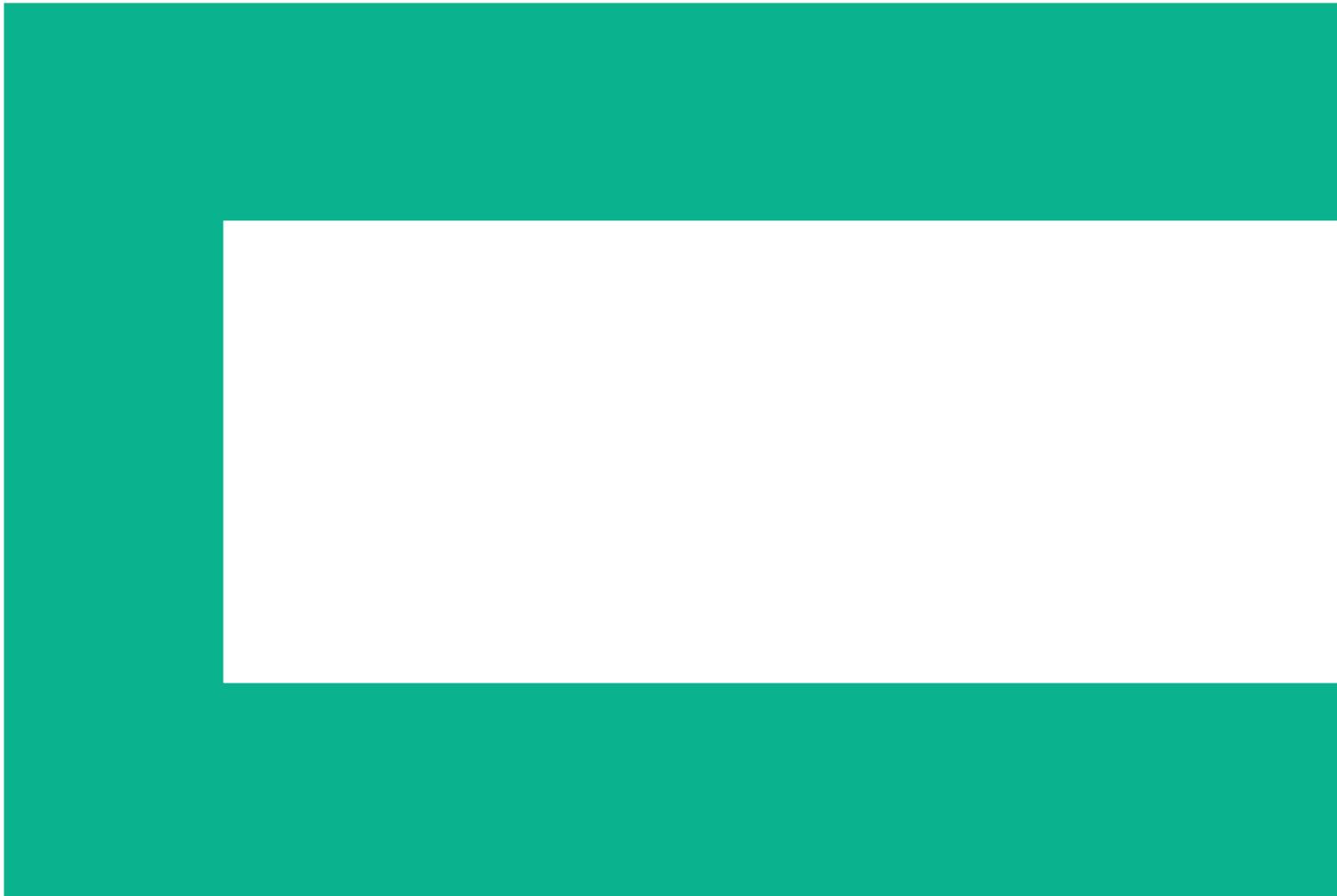




Modernize IT to unleash productivity

How small and midsize businesses can drive growth



For small and midsize businesses, the realities of a dynamic marketplace and ever-changing customer expectations pose continual challenges and opportunities. Big Data, the cloud and mobility are changing the way information moves and connections are made across the organization, offering productive potential while promising competitive advantage. But adoption of these advanced technologies will require a transformation in the capacities, functions and methods of IT.

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The game keeps changing

Customer expectations have changed. Every interaction with your business should be quick and responsive, whether it's after midnight on Sunday or during your mid-morning rush on Monday; whether connecting via voice call, over the web, or in person. Your staff and suppliers expect much the same.

Workers have come to rely on an assortment of mobile devices. They use them to do business more responsively, more quickly and more productively. Data is often stored in "the cloud," and processed by cloud services. Your corporate data may well depend on the cloud for crucial backup and recovery functions, too.

As organizations implement increasingly sophisticated applications and online services, reaching into every facet of the business, more and more data can be collected and synthesized. Timely, in-depth analysis of that data drives improved productivity, more efficient internal processes, superior customer service and smarter marketing.

If you lack these capabilities, you're behind and falling back. Small and midsize businesses (SMBs) are highly susceptible to competitors leveraging pervasive mobile devices, economical cloud services and data analytics to improve customer experience. Empowering employees to interact seamlessly with customers, with each other and with your information systems can build your competitive advantage. Done right, every employee and every process in your organization becomes more productive.

Infrastructure challenges

Most small and midsize organizations have built their IT capabilities over time, using a blend of hardware and software technologies and applying varying degrees of upgrade/renewal discipline. But for many this approach has bottlenecked key infrastructure performance elements—with isolated servers, storage or networking unable to deliver IT when and where needed—creating logjams that cause real productivity issues.

Ask yourself, how fast can you recover an application when a dedicated server goes down? Or, how do you reduce the inefficiency of maintaining distinct wired and wireless networks, bumping against storage limits in one place while capacity goes unused elsewhere? Companies face these basic yet common IT shortfalls in many areas.

Case study: Gain 10 hours a week

A small community bank in Wisconsin had been getting by, running on a collection of aging servers, one application per server, until one day a server failure forced a shutdown during banking hours.

Vowing to prevent that from ever happening again, management created a highly available banking environment leveraging VMware software and Hewlett Packard Enterprise infrastructure to integrate servers, storage and networking into shared pools of interoperable resources that are easier to manage and to scale.

At the heart of the system are two HPE ProLiant DL380p Gen8 Servers and HPE StoreVirtual VSA storage. The HPE StoreVirtual VSA takes the available storage on the servers and creates a pool that looks like a single storage asset, but uses disk space on both servers to mirror data between the two. If a server goes down, VMware moves the application to the other server, restoring functionality in less than a minute.

The bank saw its recovery time objective (RTO) reduced from three days to less than three minutes. Patch management accelerated 75%. Reliable system uptime gave customers uninterrupted 24x7 banking services, and the IT manager (and loan officer) gained back 10 hours a week he'd spent dealing with system issues.*

* HPE case study, "First National Bank at Darlington," July 2014

Aging IT resources

Productivity frequently declines when an organization has a collection of aging servers, from different times and different vendors, working with a collection of new and old storage and networking systems. In addition, many companies organize IT using approaches developed in the 1990s where each physical server handles one application and one workload, greatly limiting potential performance optimization.

Inadequate computing and storage performance can delay simple reporting, not to mention sophisticated analyses. Crucial business decisions get made late, or not at all, impeding the business and costing time and money.

While older systems can still support some workloads, they're at constant risk for failure, with rising licensing and maintenance costs (for example, Windows Server 2003 End of Support). Recruiting staff with the required skills is difficult. Research has shown maintaining existing applications and infrastructure can consume up to 80% of IT effort.

Unprepared and fragmented storage

Capturing, storing and analyzing operational and customer data in a timely fashion is critical to business success. In today's world data growth never stops, generated at an unprecedented rate from many new sources. One statistic says that 90% of all the data ever created was created in the past 12 months.¹ But to productively use, manage and secure this data, small and midsize organizations confront significant challenges:

- Keeping up with the rapid growth of structured and unstructured data sourced from documents, images, audio, video, social media and business applications
- Meeting user expectations of 24x7 access, from anywhere and on any device
- Protecting data from equipment failures, accidents, natural disasters or malicious acts
- Upgrading business-critical applications limited by legacy databases
- Overcoming the risks associated with unapproved, 3rd party sharing tools and sites

Bandwidth constraints limit mobility

Mobility is significantly changing the way work and business gets done. Mobile solutions and services have become critical to most organizations, but employees and customers armed with smartphones, tablets and laptops, supplied through cloud-based services, and generating bandwidth-intensive workloads, are putting severe strains on legacy network capabilities. With faster wireless bandwidth now becoming available through 802.11ac access points, demands for data will only increase.

Most small and medium organizations are absolutely dependent on network performance to keep workers engaged and productive regardless of where they are. But legacy networks simply weren't built to handle all this new capacity. Previous generations of access points served as a "kink in the pipe" between wireless users and wired networks. With 802.11ac, that kink is gone.

¹ Democratizing Technology: Crossing the "CASM" to serve small and medium businesses." Deloitte, January 2014

A New Style of IT

Beyond resolving the business limitations caused by legacy infrastructure, organizations are looking to extend computing resources to increase productivity and build new capabilities:

- **Gain efficiencies with new applications:** Applications and infrastructure software are top- priorities for SMBs, with business intelligence/analytics, CRM, ERP, mobile applications and office and personal productivity tools leading the way
- **Enable team collaboration:** Quickly turn project teams into high performers by providing the collaboration capabilities they need to evaluate information and make decisions
- **Become a data-driven organization:** Capturing, storing and analyzing operational and customer data can open your eyes to hidden opportunities, and better ways of doing things.
- **Become a fully mobile organization:** Support employee productivity in the new work environment—whether working from home, in meeting rooms, or in global or client offices.
- **Enter into new markets:** Use ecommerce to tap into new markets, and grow

To meet these needs, many companies are rapidly turning to a New Style of IT, incorporating Big Data, mobility and cloud, together with the security required to do so safely. It's a model that can offer substantial productivity gains, increasing the ability to get work done and grow. It can truly transform an organization.



Big Data

Big Data, and related analytical processes, promise to bring a level of insight into internal and external business processes previously unobtainable. Focusing on data not only improves efficiency in internal operations, but provides support for better decision-making. So often, smaller organizations simply lack the resources to get a clear view into key aspects of crucial processes or market behavior and consumer interests. Exploitation of Big Data is at an early stage, but many are already seeing benefits. But taking advantage of Big Data analytics requires much faster and far more flexible storage than found in legacy IT infrastructure.



Mobility

With mobile devices, workers, customers and business partners can potentially interact with your business wherever they are, if your business is capable of responding. The low cost and high penetration of mobility makes it a primary means of increasing efficiency and flexibility across your value chain, from managing supply to sales and support.



Cloud

Smaller organizations are also looking to cloud-based solutions. Businesses can use the cloud to easily scale capabilities, including software and online storage and applications, and can quickly and affordably deploy new services. For companies with aging IT infrastructure, cloud services offer a shortcut that avoids many of its limitations. Demand for cloud-based applications continues to expand, especially for business intelligence, CRM, collaboration, human capital management and office suites.



Security

All organizations are potential targets of security breaches. Estimates of annual cybercrime loss, including stolen intellectual property, exceed \$250 billion, and some predict this will double over the next ten years. As small and midsize businesses increasingly count on electronic transactions and communications they need security that keeps pace.²

Mobility and cloud services pose new security challenges. With personal mobile devices increasingly important to workday activities, organizational data, often commingled with personal data and applications, becomes more vulnerable to data leakage.

Modernizing IT to unleash productivity

Although most companies recognize that IT modernization will reduce their maintenance burden and allow staff more time to collaborate to improve productivity, it's often seen as a project for another budget year. But the costs in terms of lost productivity, foregone business opportunities and direct IT-related expenses continue to grow. For many organizations, modernization has become an urgent priority.

Continuing with a piecemeal approach—i.e., doing more of the same—can negate much of the benefits expected from new infrastructure, such as improved time to market and increased efficiency. Adoption of transformational technologies like Big Data and analytics, mobility, social networks, cloud and security promise stunning improvements in competitiveness and productivity. Only by building towards a modern IT infrastructure can organizations be confident this promise will be fulfilled.

A practical approach to IT modernization

How can small and midsize businesses affordably address the limitations of aging IT infrastructure, fragmented and unprepared storage, and bandwidth constraints? How can they move forward to fully embrace the productivity potential offered by the New Style of IT?

First, select a partner capable of translating your desired business outcomes into the full range of technologies available to help you reach your goals. Systems (and subsystems) designed to work together can both simplify implementation and provide a more productive, capable solution that can better meet your objectives, and even exceed your expectations, at a lower total cost of ownership.

Secondly, your technology partner should offer infrastructure solutions that work well without unnecessary complexity or overtaxing operations support, such as:

- Reliable industry-standard servers that are simple to manage, yet engineered to offer superb performance in support of virtualization and complex applications
- Flexible, scalable storage systems that easily handle data growth without forcing you to “start over;” that offer high performance to support large data operations and media files while keeping up with the demands of multiple virtualized servers

² Ibid

- Advanced networking that combines affordable bandwidth, enterprise-class security and innovative architectures that can unify wired and wireless networks, saving complexity and expense
- All these systems—servers, networking and storage—should be simple to manage, highly available and designed to work well separately and even better together, taking full advantage of the strengths of each—and fully capable of tapping the potential of virtualization to conserve space and power and enable a much more modular and flexible IT infrastructure

Where do you find a provider that can meet this checklist, one that can help you reap the productivity benefits of the New Style of IT while offering a practical, affordable path forward?

Hewlett Packard Enterprise offers the broadest range of servers, storage and networking available, focused on both the needs of small and midsize organizations and larger enterprises. In particular, HPE's Just Right IT solutions are designed as a flexible solution for SMBs that simplifies acquisition and implementation of a modernized IT infrastructure.

Raise productivity with solutions designed to work together

Bringing together best-in-class technology from across HPE servers, storage, networking and services, HPE has been developing SMB-focused products and solutions to leverage new technologies for decades. Investing over \$3 billion per year in research and development, HPE innovations in power handling, reliability, management and performance, for instance, are rolled out quickly across all product lines.

Whether for Big Data, mobility or cloud services, HPE tunes and optimizes every element of infrastructure to perform superbly for a specific workload. Working with HPE solutions and services provides assurance that new infrastructure will be available when needed; i.e., on time.

HPE ProLiant Gen9 servers

HPE ProLiant Gen9 servers deliver the performance, agility and economics that small and midsize organizations need to optimize their business in the New Style of IT. Supported by HPE reliability and simple integrated management, they deliver 4x faster workload performance³ and 3x more computing capacity⁴ relative to the prior generation. HPE ProLiant Gen9 servers are available in rack, tower, and blade form factors.

Most companies already have some experience with server virtualization, but HPE ProLiant Gen9 servers can help make full deployment a reality. In practical terms, a business can double or triple the number of virtual machines hosted per physical server.^{5,6} For instance, just one HPE ProLiant DL160 Gen9 Server could effectively replace perhaps twenty legacy servers,⁷ each running a critical legacy application, and still offer plenty of headroom to replace the old applications with demanding, up-to-date versions—providing a big boost to productivity.

For virtualization, Big Data analytics and cloud environments, the HPE ProLiant Gen9 portfolio is optimized for multiple workloads. Customers can either optimize performance across all these workloads with a single platform or use dedicated platforms targeted to specific workloads.

³ HPE internal testing of SmartCache. Performance done with equivalent controller in a controlled environment. HPE Smart Storage engineers, Houston, TX as of 18 May 2014

⁴ HPE Internal analysis. Comparison between DL380 Gen9 vs. DL380p Gen8 with Sandy Bridge processors. Source for system wattage was IDC Qualified Performance Indicator. Calculation: Performance/Watt. August 2014

⁵ Intel Xeon Processor E3-2600v3 product family delivers 1.7x increased virtual machine density over previous Intel generation—SPEC

⁶ 90% of VMs are overprovisioned; vSOM provides 34% increase in capacity utilization—VMware, September 2014

⁷ SMB average 10:1 consolidation ratio as of 2013, "Solving the Unique Computing Challenges of Small and Mid-sized Businesses," Aberdeen Group, May 2013

HPE provides simple-to-use management tools, including HPE Insight Control and HPE OneView, for rapid deployment and provisioning that accelerate the ability to bring new business applications online, with 66x faster service delivery. New virtual machines can be cloned in seconds.⁸ The HPE ProLiant Gen9 server portfolio is a simple, cost-efficient IT solution right-sized for small and midsize businesses, designed to scale to meet changing workloads while delivering lower total cost of ownership and simple management that eases the burden on IT staff.

HPE Storage

Big Data, mobility and cloud services all require more storage capability and management. Even many quite small businesses are beginning to experience these enterprise-level database challenges. It's essential that storage solutions be capable of meeting current and future data management requirements, including increased virtualization. Business productivity depends on ready access to crucial business data.

SMB solutions powered by HPE's storage technologies are simple to manage, fast and agile, ensuring organizations have access to relevant and timely information needed to take advantage of Big Data analytics. HPE's Virtual Storage Arrays (VSAs) balances cost and performance with simple management for virtualized environments, scalable performance and high availability. HPE StoreVirtual VSA is a fully functional, enterprise-class storage solution that resides inside servers or blades, leveraging a company's existing hardware. It can reduce power consumption by 70%.⁹ StoreVirtual VSA offers a pay-as-you-grow pricing model with all- inclusive feature set and one-year support included.

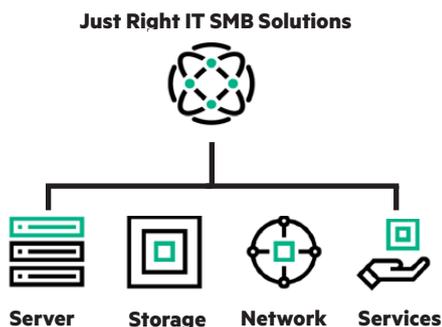
HPE MSA 1040 and MSA 2040 are affordable modular storage platforms that offer advanced SAN features. MSA is simple to install, expand and manage (with an intuitive interface similar to HPE's server management tools). The MSA 1040 is easily upgraded to the MSA 2040 with a simple 15-minute controller swap, allowing you to leverage data-in-place technology to scale up with minimal disruption.

For disaster recovery requirements, HPE's StoreOnce Backup outperforms comparable systems at a lower cost, delivering up to double the restore performance, with much faster backup and recovery.¹⁰

HPE Networking

As organizations begin to deploy mobility, Big Data, cloud and other productivity-boosting technologies like unified communications (UC), they quickly reach the limits of their legacy networking, resulting in a poor user experience and poor adoption rates. Moreover, many SMBs lack the IT resources and network specialization to deal with complex network environments; nor do they have the budgets to simply rip and replace existing infrastructure.

HPE, the #2 network supplier in the world, offers a flexible, adaptable portfolio of networking solutions that provide a path to grow the network without added cost or complexity. As business grows and networking demands increase, HPE's standards-based switches, routers and wireless access points can plug-and-play into the existing network without a forklift upgrade.



⁸ Based on HPE internal testing as of January, 2014 comparing HPE One View v1.05 vs. traditional HPE management tools

⁹ Based on HPE internal comparative analysis of publicly available data from major competitors, June 2013 and on HPE comparisons of public data on HPE StoreOnce VSA and EMC DataDomain 160 data sheets available as of May 2013

¹⁰ Based on HPE testing and analysis of restore performance for the StoreOnce 2700 compared to EMC DD160

Advanced smart-managed switches such as the 1810 series and new 1920 series offer proven price/performance and reliability with plug-and-play simplicity. HPE's Intelligent Management Center (IMC) combines access controls, policy administration, monitoring and management in a single management platform that can manage up to 6000 different types of network devices from any and all suppliers. As well, IMC can unify the management of wired and wireless networks, minimizing human error and network downtime. For network managers considering both the benefits and complications of allowing personal mobile devices on the company network, HPE offers an easily installed pre-packaged BYOD (bring-your-own-device) solution specifically for small and midsize organizations that provides automated on-boarding, provisioning and monitoring.

For growing midsize companies, unified wired and wireless hardware solutions (switches with wireless controller modules) simplify and reduce hardware expenses. Over time, as IT skillsets are added and the network evolves, these same solutions offer a growth path to SDN (software-defined networking).

Best-in-class pre-configured solutions

Designed for small and midsize businesses, HPE Just Right IT solutions are predefined reference configurations including server, storage, networking, HPE software and services. Built upon HPE's new generation of servers, flexible storage and advanced networking, HPE Just Right IT solutions should be considered whether a company is just starting out, beginning to build momentum or going through rapid expansion.

HPE's Just Right IT solutions excel at providing the kind of productivity advances businesses can put to work right away. As complete end-to-end solutions tailored to fit organizational needs at each stage of development, Just Right IT Flex-Bundles include key business applications such as Microsoft Exchange, SAP HANA and collaboration based on Microsoft Lync.

HPE also offers pre-defined virtualization solutions. Flex-Bundles for VMware and for Microsoft Hyper-V can help reduce costs, streamline deployment, improve availability and simplify IT management. This approach avoids the budget limitations, rollout delays and technical issues that so often sidetrack virtualization efforts.

HPE technology services

Comprehensive consulting, deployment and support services are crucially important in reducing the risks of implementing new technology, and provide assurance that the productivity promises of modernized infrastructure can be met. This is true for any organization, but especially so for smaller companies with very limited IT staffing.

By working with HPE Technology Services, organizations can set and meet realistic budgets and timelines. Rather than overload IT staff with work and complexity, new infrastructure comes online quickly and performs optimally with maximum flexibility. HPE's support portfolio provides services to meet ongoing maintenance needs, while employees are freed to focus on productive tasks.



Example: Virtualization for SMBs

Virtualization is a core technology powering IT modernization. Consider, then, how HPE server, storage and networking products work together to bring efficient, affordable virtualization to small and midsize organizations.

HPE Flex-Bundles for Virtualization are complete, purpose-built, predefined, scalable solutions designed to accelerate and optimize infrastructure virtualization. They include automated updates and simple, cloud-based management for reduced infrastructure management CAPEX and OPEX. HPE's knowledge base and experience designing integrated systems, as well as long engineering partnerships with VMware and Microsoft, were leveraged in designing these solutions for SMBs.

Table 1: HPE virtualization solution components

	STARTING OUT	BUILDING MOMENTUM	BUSINESS EXPANSION
	Essential Core Tower Reference Configuration (RC)	Essential HA Rack Reference Configuration (RC)	Scalable HA Rack Reference Configuration (RC)
Servers	(1) HPE ProLiant ML150 Gen9 Server with Intel Xeon Processor E5v3 Family	(2) HPE ProLiant DL160 Gen9 Server with Intel Xeon Processor E5v3 Family	(3) HPE ProLiant DL380 Gen9 Server with Intel Xeon Processor E5v3 Family
Storage	(1) 8TB of internal storage	(1) HPE MSA 1040 with 14.4TB	(3) 4.8TB internal storage (3) HPE StoreVirtual VSA 2014 10TB LTU
Networking	(1) HPE PS1810-24G Switch	(1) HPE 2920-24G Switch	(2) HPE 2920-24G Switch
Software	(1) VMware or Microsoft Hyper-V	(4) VMware or Microsoft Hyper-V	(1) VMware or Microsoft Hyper-V
Management	HPE Insight Control	HPE OneView for ProLiant DL Server	HPE OneView for ProLiant DL Server
Services	HPE 3 year 24x7 Foundation Care Service, HPE Installation Service	HPE 3 year 24x7 Foundation Care Service, HPE Installation Service	HPE 3 year 24x7 Proactive Care Service, HPE Installation Service
Upgrade options	(1) HPE StoreVirtual VSA 2014 10TB LTU (1) HPE 2920-48G Switch	(1) HPE 2920-48G Switch	(1) HPE 2920-48G Switch (2) HPE StoreVirtual 4530 600GB SAS Storage

Note: Configuration and availability may vary by region

Built on powerful and efficient HPE ProLiant Gen9 servers powered by the latest Intel processors, HPE Flex-Bundles can start small and scale with the business and budget. They are easy to deploy and manage, and reduce the guesswork, risk and expense of virtualization solutions, while delivering results¹¹ like these:

- 40% improved capacity utilization
- 37% better consolidation ratio
- 30% reduction in long-term hardware costs
- 26% less unplanned downtime

The different Flex-Bundles reflect three stages of maturity that may describe a small or midsize business—from starting up, to gaining momentum and finally to steady expansion of the business. For instance, a midsize business would probably choose the third configuration in table 1 above, which includes:

- HPE ProLiant DL380 Gen9 Servers, delivering the best performance¹² and expandability in the HPE 2-processor rack portfolio. Already the world's best-selling server,¹³ with Gen9 the DL380 offers enhanced reliability, serviceability and continuous availability.
- The 2920 Switch Series provides up to 2x higher throughput and 2x higher 10 Gigabit Ethernet density¹⁴ for a better user experience with bandwidth intensive applications like voice and video. Switches can be deployed at the network edge, in remote branch offices and in converged networks, and can be stacked for resiliency and high availability to keep the business up and running.
- HPE StoreVirtual VSA, which delivers the benefits of a fully featured array without dedicated external storage. Using existing server, DAS and SAN hardware greatly increases storage utilization and reduces costs associated with dedicated external storage. It's optimized for virtual environments and is a flexible shared storage solution that scales as needed.

HPE Flex-Bundles are oriented toward delivering the lowest cost configurations needed to support a company's requirements while ensuring they have room to grow. Solutions can be customized as makes sense for the organization. Everything defined in the Flex-Bundle—whether base hardware or upgrade options—is carefully chosen to ensure that businesses receive the performance and scale needed to meet their goals.

Partners in virtualization

HPE's deep partnerships add strength to strength, helping companies lower costs and speed delivery of critical business services:

- HPE is the only vendor offering integrated management for server, storage and networking infrastructure within virtualization management tools from VMware, Microsoft and Red Hat. In fact, HPE ships more servers running VMware vSphere and Microsoft Hyper-V than anyone.
- As a strong, long-time partner with both VMware and Microsoft, HPE has worked to ensure deep integration at the engineering level and extensive cooperation in the field. The result is truly integrated "single pane of glass" management that slashes the time to perform common management tasks, and more server and storage models certified for key partners than any other vendor.

¹¹ VMware vSphere with Operations Management—Product Brief, 2014

¹² HPE ProLiant DL380 Gen9 server is certified as the #1 overall two-processor performance for SAP Sales and Distribution benchmark. Benchmark ran 16,101 SAP SD benchmark users and 87,880 SAPS running Red Hat Enterprise Server 6.5, SAP Adaptive Server® Enterprise (SAP ASE) 16.0 SP01, and SAP enhancement package 5 for the SAP ERP 6.0 application. (certification #2014032)

¹³ WW quarterly server tracker, IDC, May 2014

¹⁴ Compared to Cisco Catalyst 2960-S, "HPE 2920 Switch Series," Tolly Test Report, March 2013

- HPE is the only major server vendor to enable cross-platform monitoring of server hardware running Windows, VMware or Linux through Microsoft System Center.
- Already, nearly 40% of virtualized environments run on HPE,¹⁵ and HPE is the largest certified partner to VMware, Microsoft and Red Hat for virtualization. With five years of focused innovation behind it, HPE can reliably help reduce the time to bring virtualization online and can drastically reduce IT footprint for servers and storage for a set number of VMs.

Ready to work together

The benefits of modernized IT can be tremendous. HPE SMB solutions are designed to truly work together to meet the productivity promise of IT transformation—with results¹⁶ like these:

Boost productivity

- Increase workload computing speeds (up to 2x-20x faster)
- Compile and analyze data faster (up to 2x-10x faster)
- Generate reports faster (4x-5x faster or more)
- Improve visibility of real-time data, allowing the business to make decisions in a timelier and more rational manner
- Achieve greater end-user productivity as a result of faster response times

Simple management

- Achieve faster technology deployment (up to 2x-10x faster)
- Reduce maintenance times (generally 50% or more)
- Transform IT into a more proactive organization able to explore new opportunities and focus on high value projects

Affordability

- Achieve greater server utilization (generally 50% or more)
- Increase traffic volume (up to 4x-30x)
- Provide greater scalability and fast provisioning for continued growth and agility

Rather than continuing to attempt to meet business needs with inadequate infrastructure, it is far better to invest in systems and components designed from the ground up to work better together. This approach creates an agile, flexible IT infrastructure that can meet increasing demands for automation and is capable of seizing the opportunities offered by mobile, Big Data and cloud computing. It's the kind of IT infrastructure you can deploy with confidence when you work with HPE.

¹⁵ HPE 3PAR StoreServ Harmonizes with VMware Strategies," Comport, June 2014

¹⁶ Aggregate results of numerous HPE SMB customer case studies:
 A federal credit union, November 2014 Answers.com, April 2012
 Art Gallery of Ontario, June 2012 Barrett-Jackson Auction, August 2013 Cape Cod Academy, October 2012 Cardlytics, October 2012
 Columbus State University, December 2014
 Continental Resources (ConRes), February 2014
 Gore Financial, July 2013
 HoneyBaked Ham of Georgia, November 2012
 National Stock Exchange, April 2013
 Natuurmonumenten, September 2012
 Nongfu Spring, September 2012
 North Shore Credit Union, September 2012
 Norwood Morialta High School, July 2013
 Roadrunner Sports, October 2012
 Rush-Henrietta Central School District, August 2012
 Saint Mary's University, December 2014
 SM Retail, August 2014
 Susquehanna Township School District, September 2013
 UADE, December 2013
 Vallejo Sanitation & Flood Control District, March 2013
 Wasserstrom, September 2012
 Workopolis, October 2014

Next steps

Learn more about HPE Just Right IT solutions for small and midsize organizations at hpe.com/info/justrightIT.

Contact your local HPE sales representative or an HPE authorized partner to help analyze your current environment. HPE has thousands of partners all over the world that are ready to work with you. They can help design and implement a solution that will meet your needs today and allow room for expansion as your business grows. Find a local HPE partner at findapartner.hpe.com.



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